

# Economic Development Authority Property Summary

Page County, VA



# Activities Leading to this Presentation

- Mar. to Oct. 2007, Site identification studies
- Dec. 2007, Board of Supervisor's meeting
- Jan. to Aug. 2008, studies conducted
- Aug. 2008, EDA Endorsement
- Sept. 2008, Board of Supervisor's meeting
- Nov. 2008, Report to Board of Super





# Control of Place via Cooperation

*“If you don’t control place, you can’t deliver. If you can’t deliver, they will look for someone who can.”*

Liz Povar, Dir. Of Business Development, VEDP

*“By controlling the property, it puts you light years ahead of the competition.”*

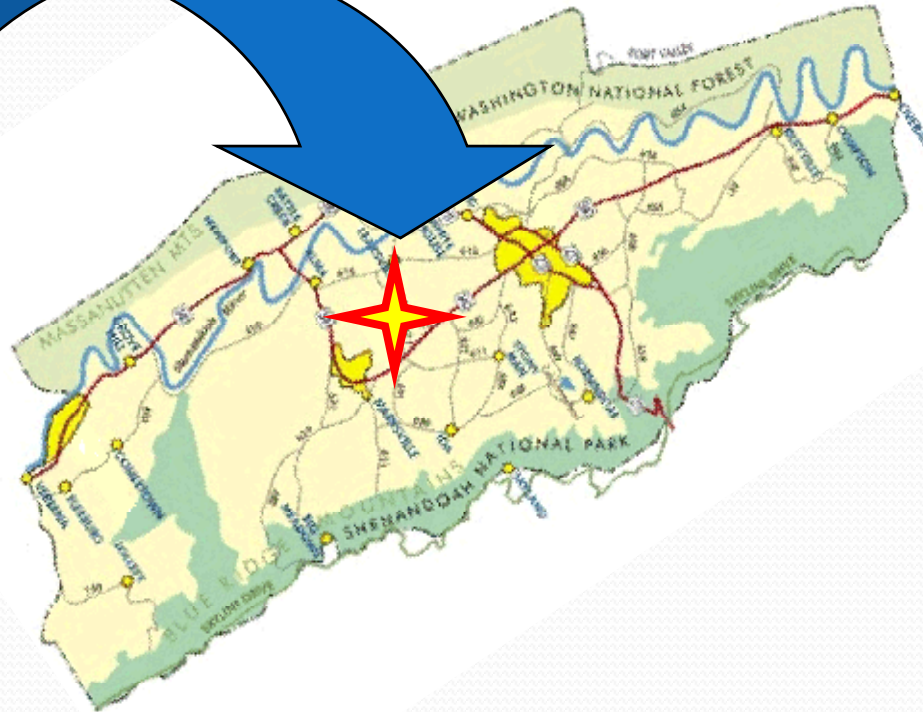
Robin Sullenberger, CEO, SVP

*“Cooperation between businesses, towns, and the county government mirrors the private-public partnership supported by our Strategic Economic Development Plan.”*

Dr. Tom Cardman, Page County

# Site Identification

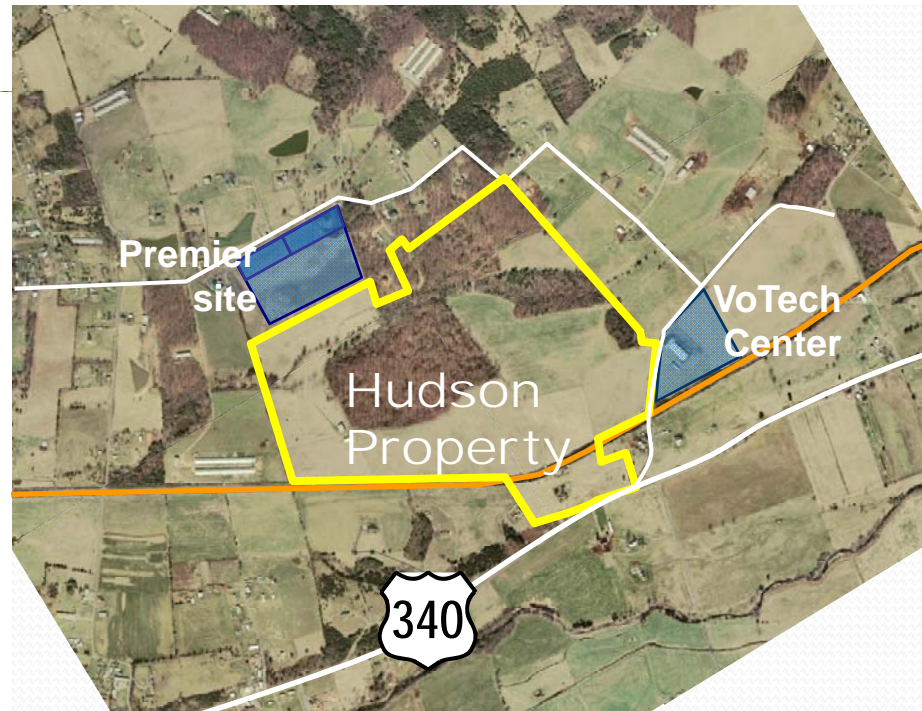
**Site Location**  
Central in Page  
County



# Site Location

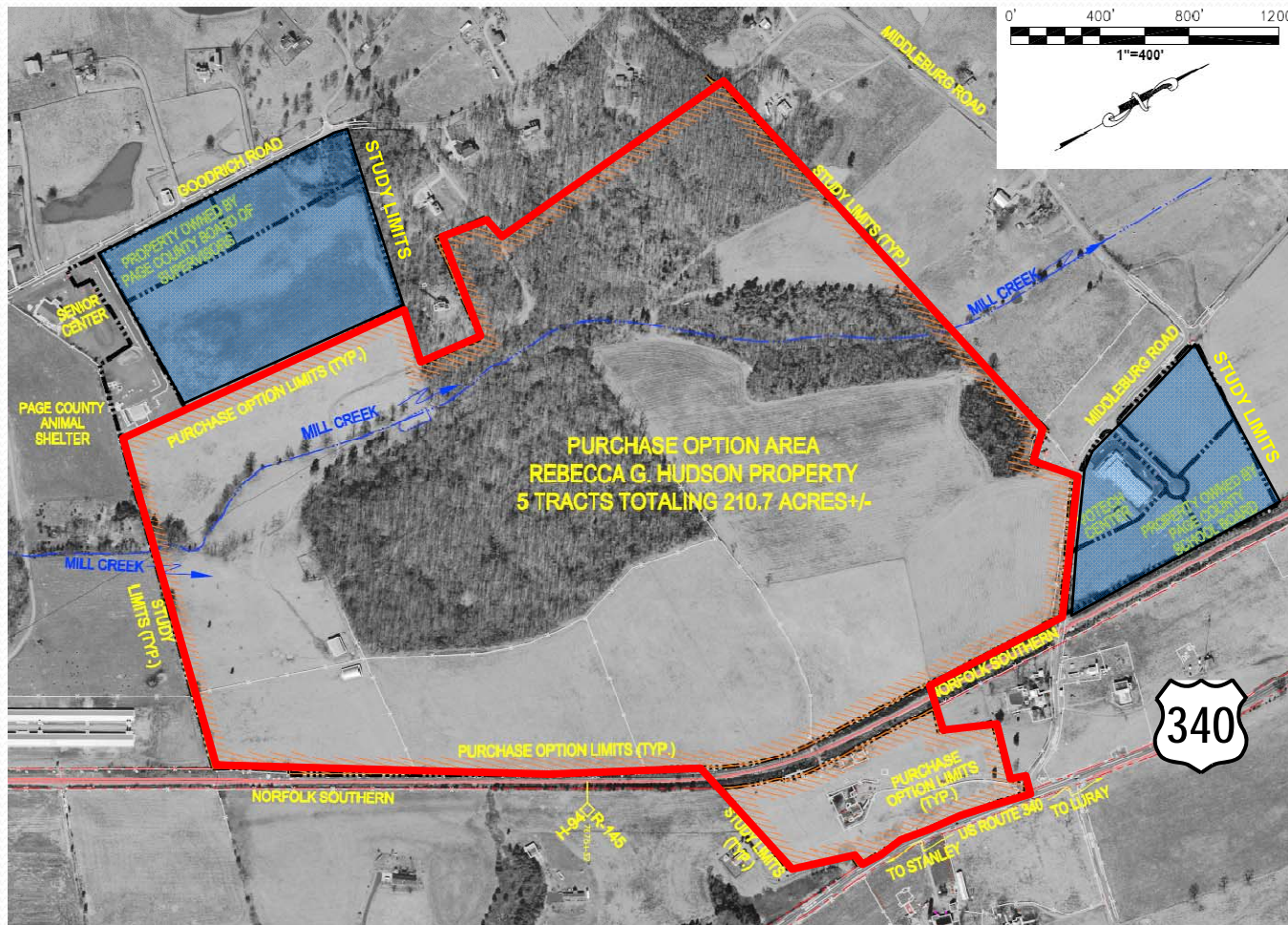
## Significant Site Attributes

- Central location
- Access to Route 340
- Access to rail
- Water and sewer
- Easy terrain
- Adjacent to county owned land





# Study Area

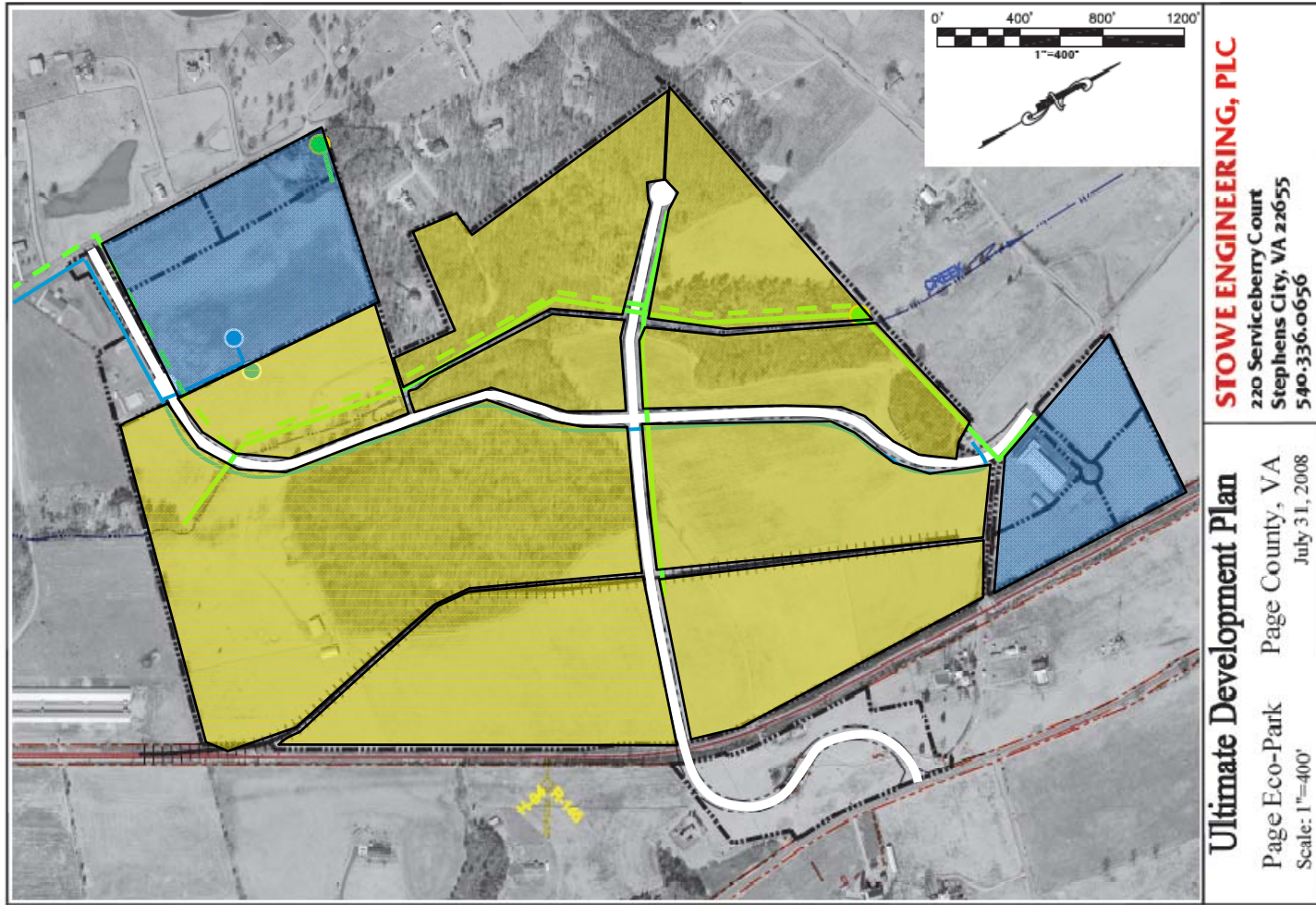


# Studies Encompassed

- ✓ Phase I Environmental Site Assessment
- ✓ Phase I-A Cultural Resource Assessment
- ✓ Preliminary Geological Studies
- ✓ Water and Sewer Capacity
- ✓ Transportation Systems
- ✓ Terrain for Development
- ✓ Review of Comprehensive Plan Compatibility
- ✓ Ownership Title Search
- ✓ Environmental Title Search



# Development Plan





# We have a plan...

- VEDP & SVP Collaboration & Cooperation
  - Our focus dovetails with their initiatives
  - Leverage Page County marketing efforts
- Targeted Industries
  - Light High-Tech Manufacturing
  - Food Processing (small-scale)
  - Technology
  - Healthcare
- Synergistic Business Relationships
  - Tourism
  - Agriculture
  - Complementary Businesses to existing companies



# Marketing

- Eco Friendly
  - Timely concept (increased energy efficiency, decreased production costs)
  - Maintains rural character of the community
  - Minimizes common development impacts
  - Continuation of green initiatives
- Assets
  - Establishment of a Technology Zone
  - Broadband (Project Bluebird)
  - Rail & Inland Port
  - Educational Partnerships
  - Place – Page County



# Marketing

- Strategies
  - Web site / Electronic
    - Develop EDA web site
  - Supportive Collateral Material
  - Expos / Conferences
  - Direct contact with site selectors
  - Shenandoah Valley Partnership
  - Virginia Economic Development Partnership





# Potential Financial Enhancements

- USDA financing – potential to refinance for up to 40 years at sub-market interest rates.
- Norfolk Southern – need for additional right of way and possible infrastructure cost reduction.
- Landfill Methane Reclamation – possible use of methane for electric generation and marketing benefits





# Conclusion

*Based on its location, control by the County, rail access, utility availability, and environmentally friendly setting, the Hudson Farm will provide Page County with a highly desirable place for economic development.*